



Materials for

Financial Result Briefing

April 1, 2017 to March 31, 2018

FUJI CORPORATION

May 2018

Important note:

The information provided in this material is for informational purposes only. Items such as the business forecasts, revisions, and plans in this material are based on information which could be obtained under business circumstances at the current time. They are based on the judgments of Fuji management and therefore include an element of risk and uncertainty. Please understand that actual business results may differ based on changes to various factors.

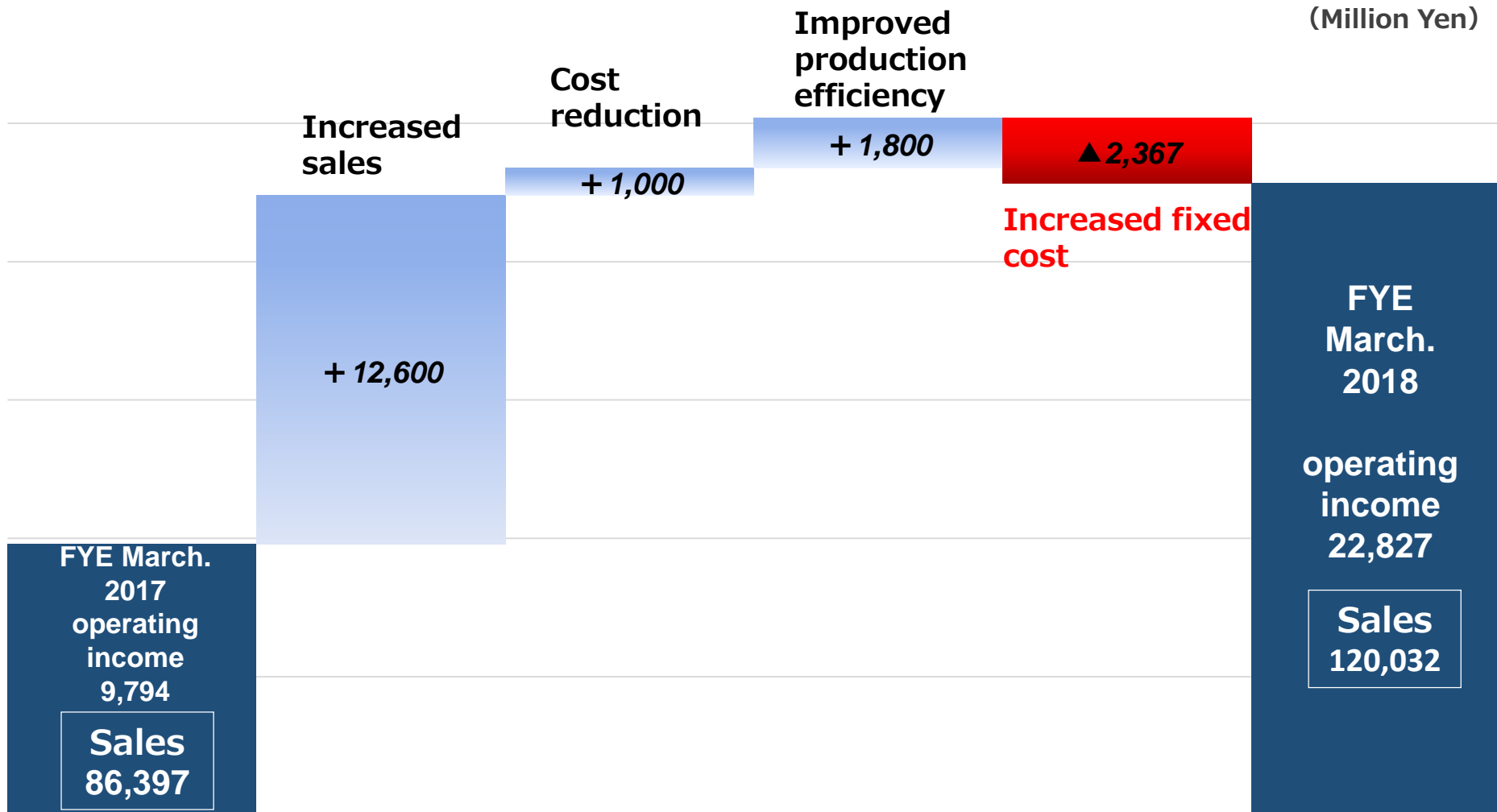
Income Statement

(Million Yen)

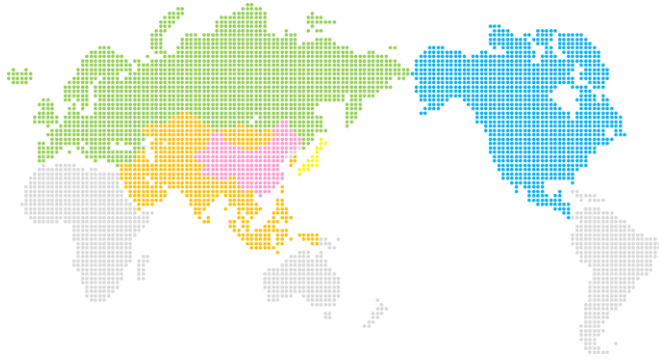
	16.4-17.3 Results	17.4-18.3 Forecast (Feb.8, 2018)	17.4-18.3 Results	Change from previous year	Change from Forecast
Orders	94,024	117,000	123,539	+ 29,515 +31.4%	+ 6,539 +5.6%
Sales	86,397	114,000	120,032	+ 33,635 +38.9%	+ 6,032 +5.3%
Operating Income	9,794	19,300	22,827	+ 13,033 +133.1%	+3,527 +18.3%
Ordinary Income	10,200	20,000	23,538	+ 13,338 +130.8%	+3,538 +17.7%
Net Income	7,054	14,800	17,523	+ 10,469 +148.4%	+2,723 +18.4%
					(Yen)
Net Income per share	76.19	165.46	195.04	+ 118.85	+29.58
Dividend per share	30.00	40.00	40.00	+ 10.00	±0

Operating Income Increase/Decrease Analysis

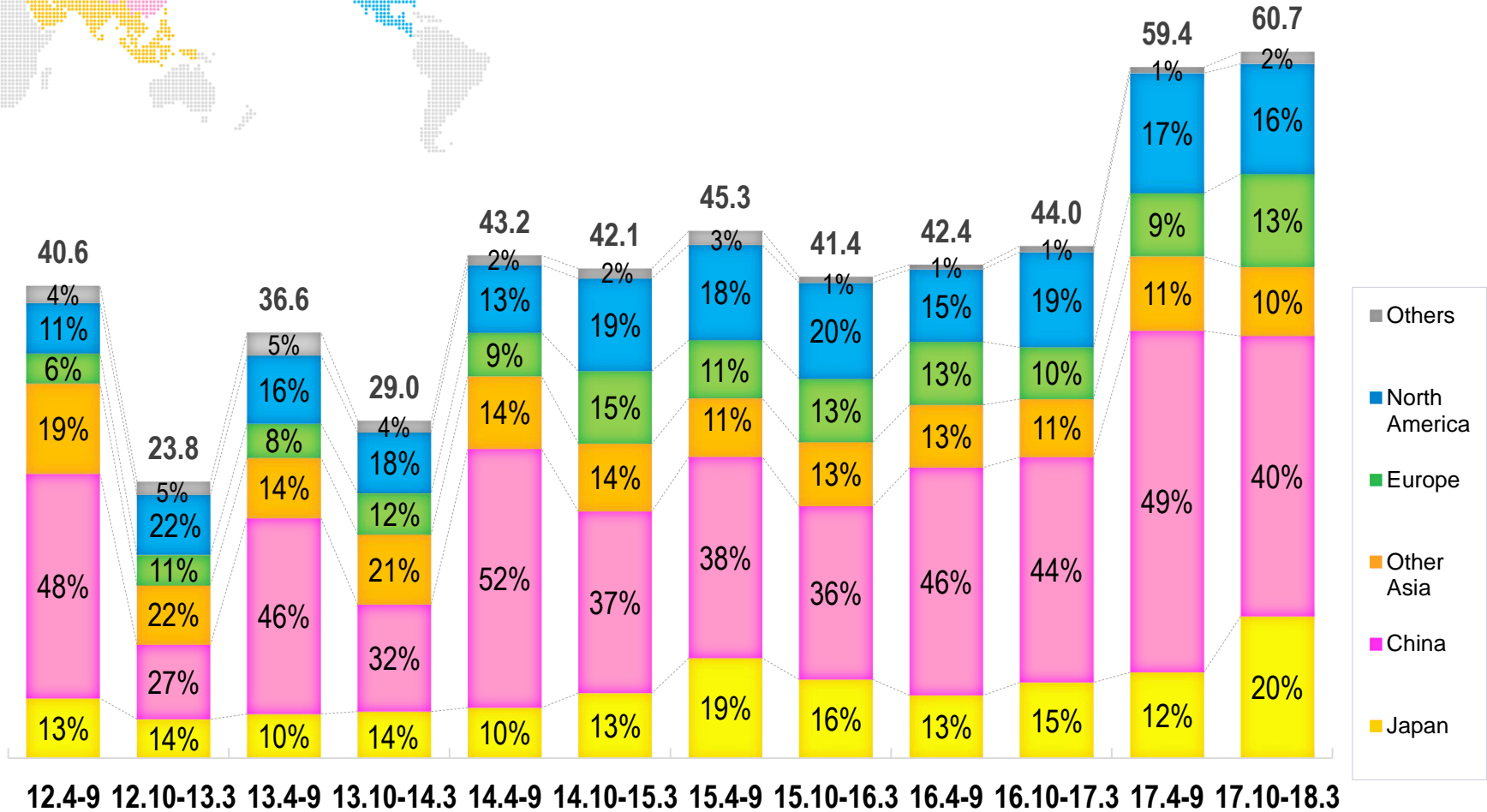
(Million Yen)



Sales Trend by Geographic region



(Billion Yen)



Segment Statement

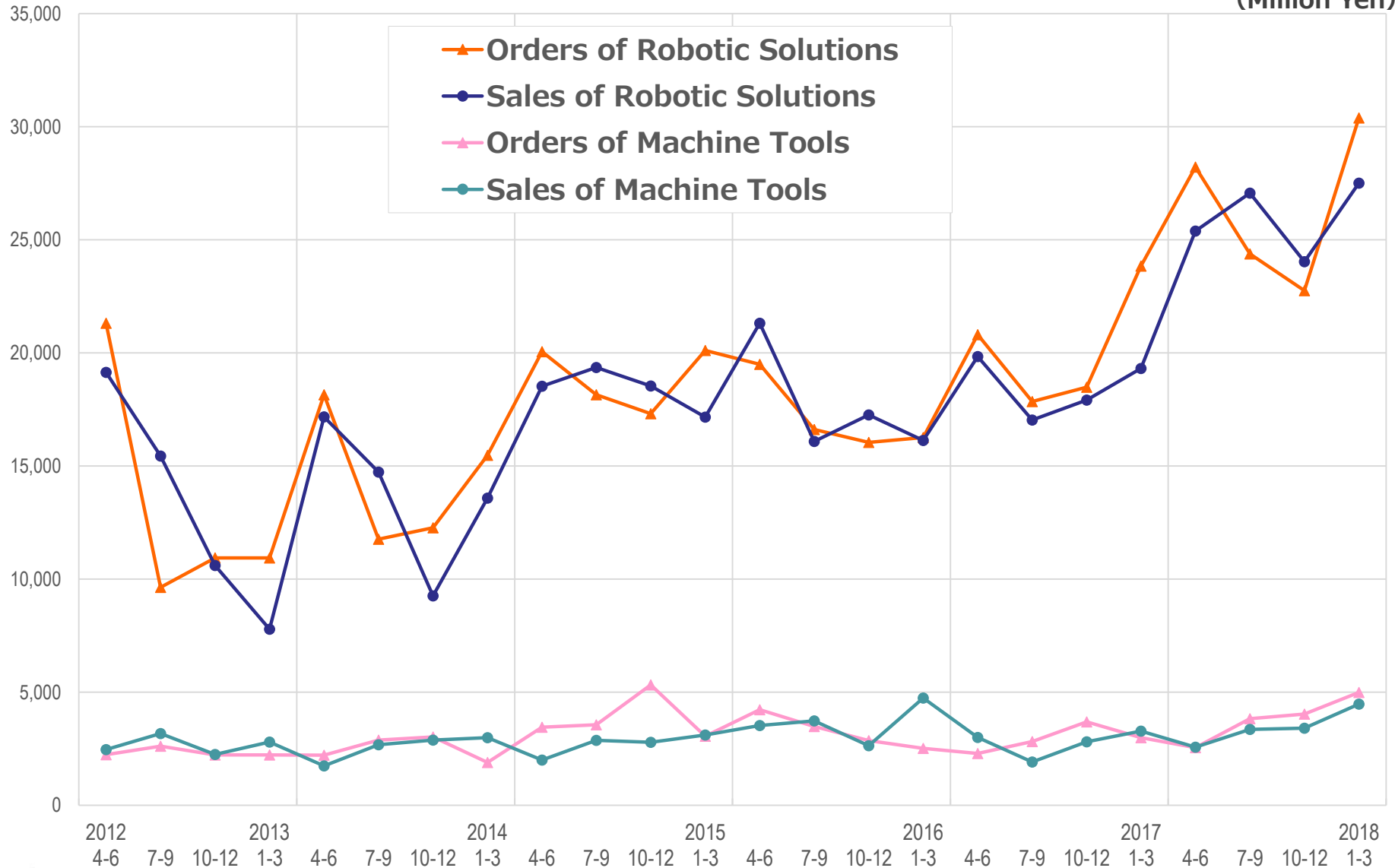
(Million Yen)

Robotic Solutions	16.4-17.3 Results	17.4-18.3 Forecast (Feb.8, 2018)	17.4-18.3 Results	Change from previous year	Change from Forecast
Orders	80,981	100,000	105,733	+ 24,752	+ 5,733
Sales	74,105	99,000	104,002	+ 29,897	+ 5,002
Operating Income	14,545	---	25,184	+ 10,639	---
Order Backlog	16,187	---	17,918	+ 1,731	---

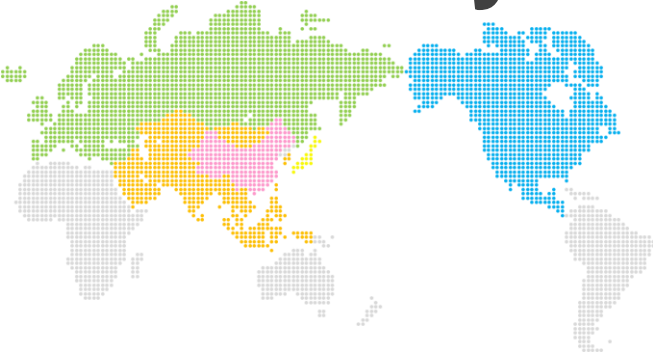
Machine Tools	16.4-17.3 Results	17.4-18.3 Forecast (Feb.8, 2018)	17.4-18.3 Results	Change from previous year	Change from Forecast
Orders	11,776	14,500	15,388	+ 3,612	+ 888
Sales	10,997	13,000	13,798	+ 2,801	+ 798
Operating Income	▲712	---	1,017	+ 1,729	---
Order Backlog	7,654	---	9,244	+ 1,590	---

Orders and Sales Trend

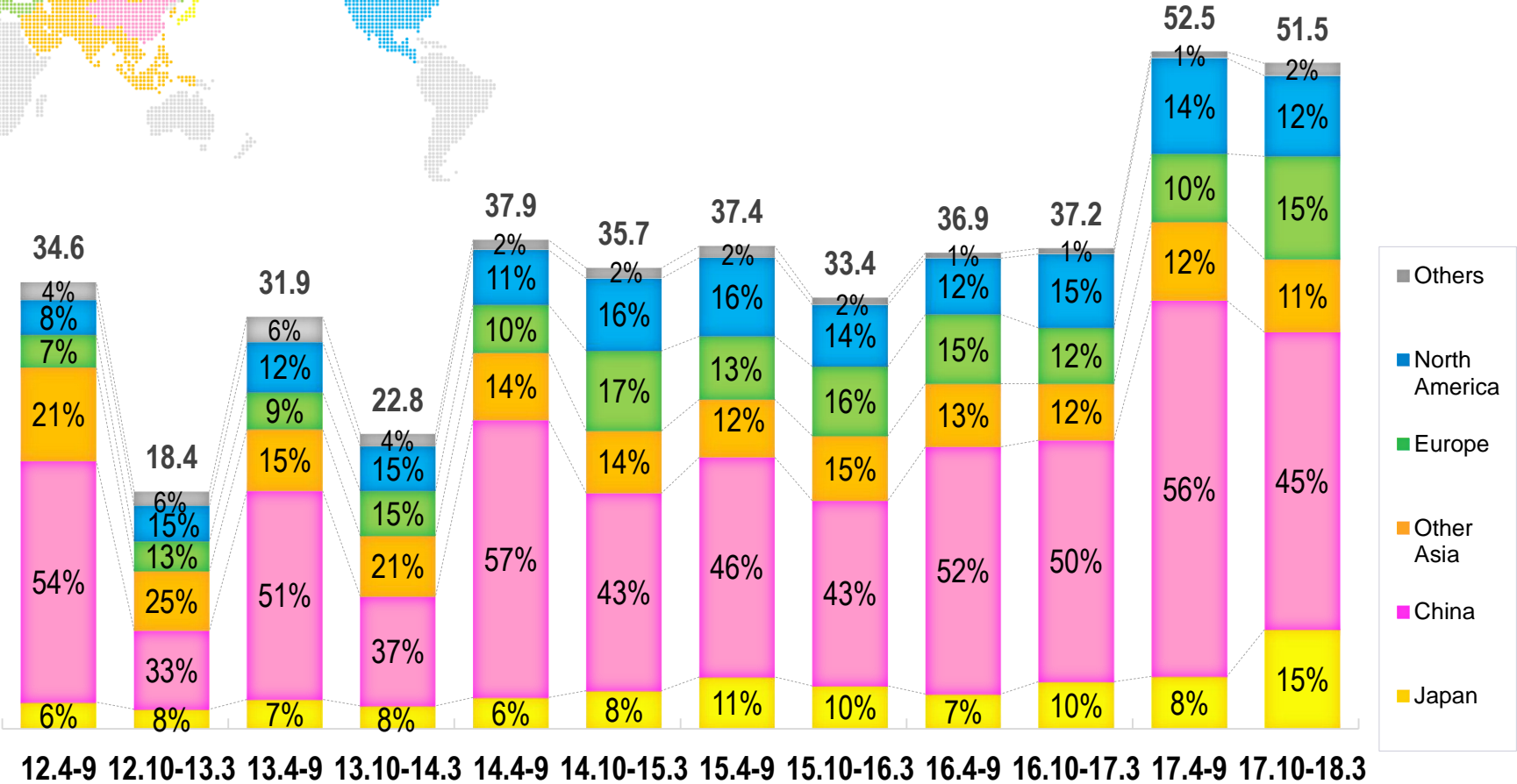
(Million Yen)



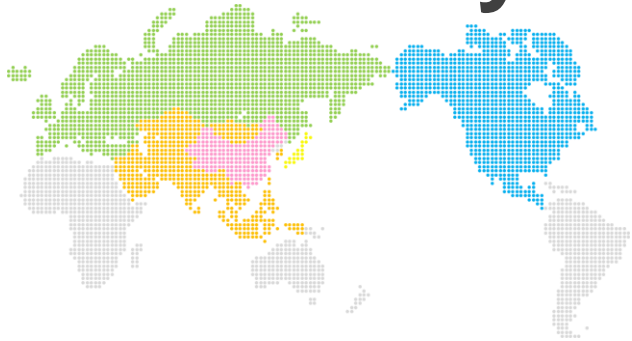
Sales trend of Robotic Solutions by Geographic region



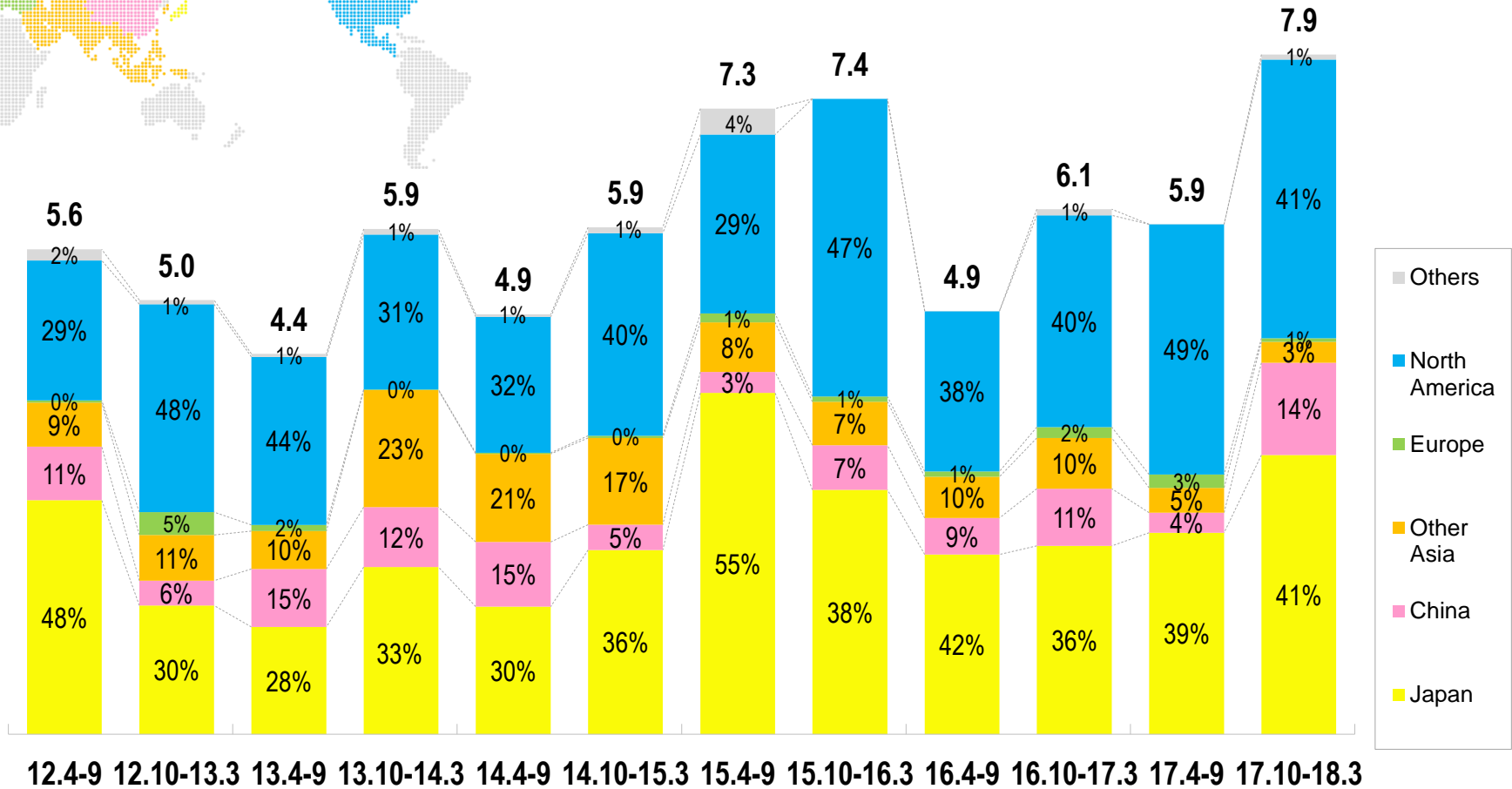
(Billion Yen)



Sales trend of Machine Tools by Geographic region



(Billion Yen)



Sales/Earnings Estimate

(Million Yen)

	17.4-18.3 Results	18.4-18.9 Forecast	18.4-19.3 Forecast	Change from previous year
Sales	120,032	65,000	122,000	+ 1,968
Operating Income	22,827	13,200	23,000	+ 173
OP margin	19.0%	20.3%	18.9%	▲0.1%
Ordinary Income	23,538	13,500	23,600	+ 62
Net Income	17,523	9,700	16,800	▲723

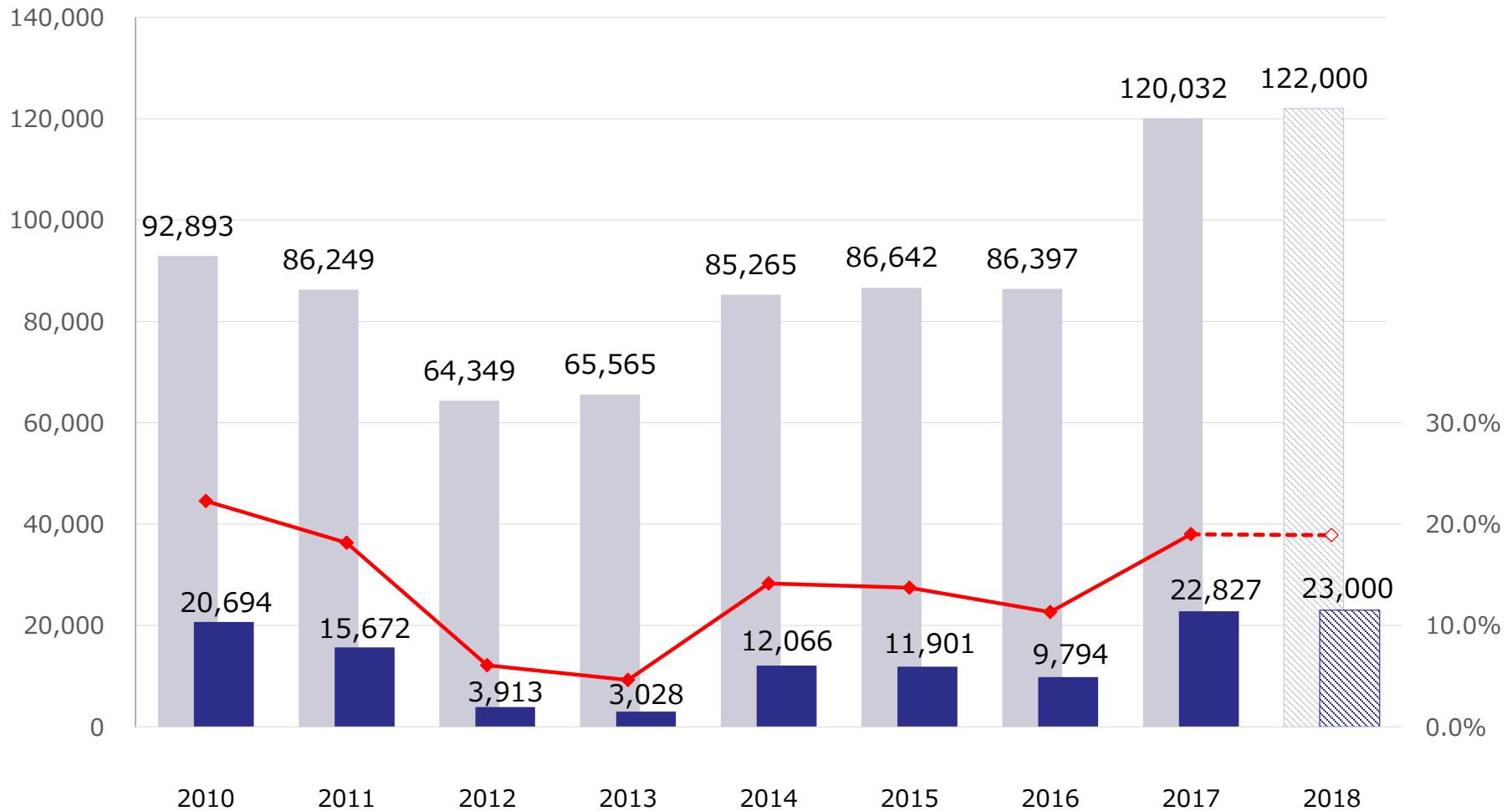
(Yen)

Net Income per share	195.04	106.19	183.92	▲11.12
Dividend per share	40.00	25.00	50.00	+ 10.00

Sales/Operating Income Trend

(Million Yen)

■ Sales ■ Operating Income ◆ Ratio



Segment Information

(Million Yen)

Orders

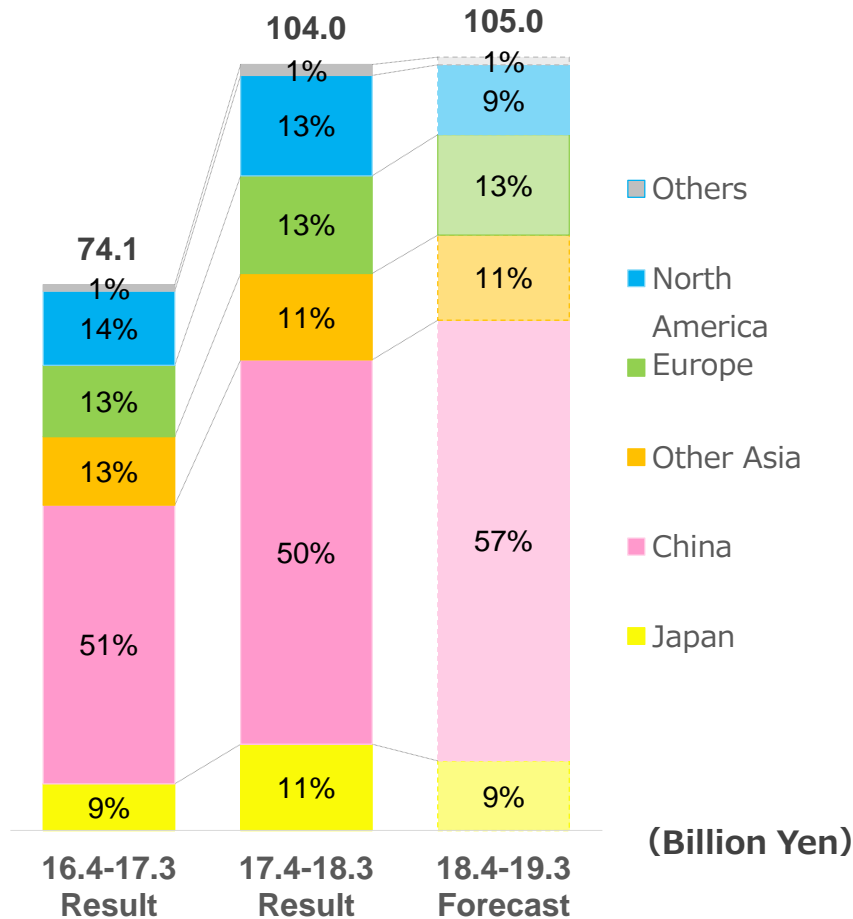
Sales

Order Backlog

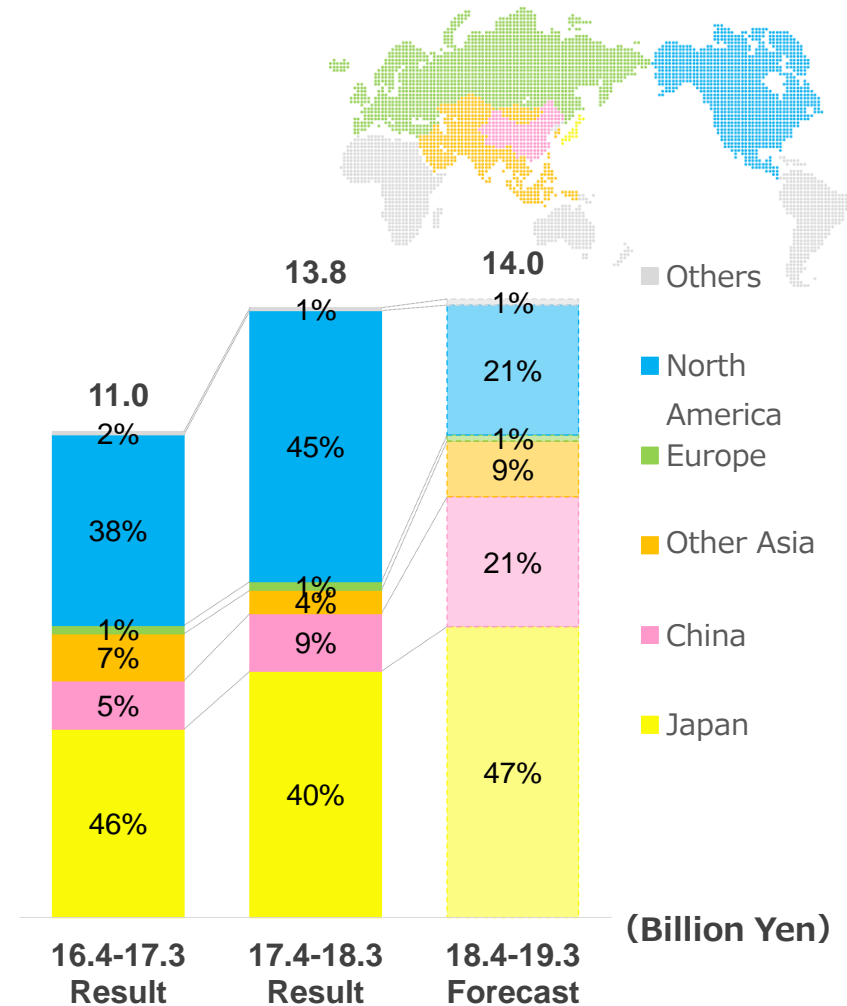
	17.4-18.3 Results	18.4-19.3 Forecast	Change from previous year	17.4-18.3 Results	18.4-19.3 Forecast	Change from previous year	17.4-18.3 Results	18.4-19.3 Forecast	Change from previous year
Robotic Solutions	105,733	106,000	+ 267	104,002	105,000	+ 998	17,918	18,918	+ 1,000
Machine Tools	15,388	15,000	▲ 388	13,798	14,000	+ 202	9,244	10,244	+ 1,000
Others	2,417	3,000	+ 583	2,231	3,000	+ 769	322	322	±0
Total	123,539	124,000	+ 461	120,032	122,000	+ 1,968	27,485	29,485	+ 2,000

Estimate of Sales by Geographic region

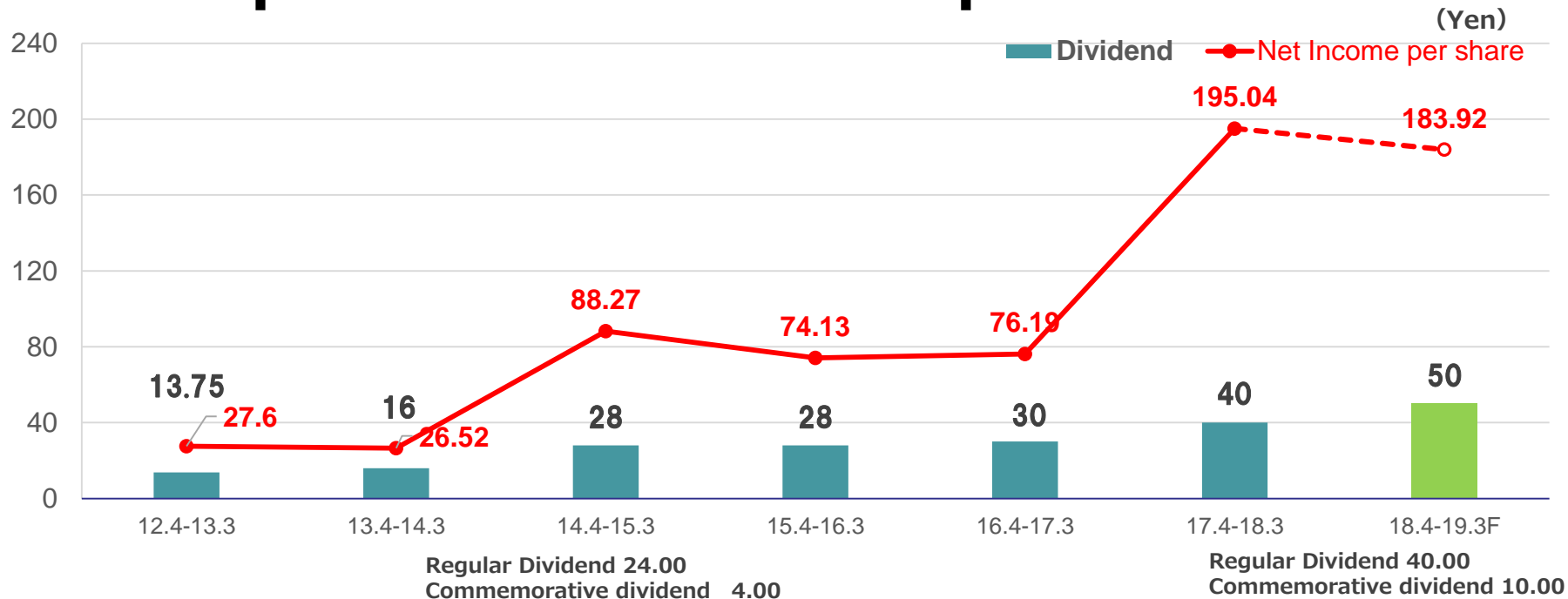
Robotic Solutions



Machine Tools



Net income per shares for the current period and dividend per share



	12.4-13.3	13.4-14.3	14.4-15.3	15.4-16.3	16.4-17.3	17.4-18.3	18.4-19.3 Forecast
Payout Ratio	49.8%	60.3% (45.2%)	31.7% (27.2%)	37.8%	39.4%	20.5%	27.2%

() Payout ratio for regular dividend

Note: On January 1, 2013 a stock split of 2 for 1 ordinary shares was executed.

Calculated supposing this stock split was performed at the beginning of the FY ending 2013 March.

Medium-term management targets (2018~2020)

Create new value and achieve 100 billion yen in sales

Robotic Solutions Division

FUJI brand 30

- Enrich FUJI's products in the fields of total SMT equipment
- Improve customer satisfaction
- Manufacturing innovation for the next-generation

Machine Tools Division

Pursuit profit thoroughly

- Expansion the sales for new fields and new productions
- Make R&D for machines interlocked with sales strategy
- Improve productivity through IoT and standardization

New Product Development

3rd Impact

- Create new technologies and deepen research and development
- Let their productions stand on their own feet to make one business model
- Enhance global intellectual property strategy

Procurement and Manufacturing

- Reconstruct logistics of procurement and manufacturing.
- Chase higher quality, lower cost, proper delivery

Corporate Value Improvement

- Enhance corporate value
- Enforce compliance
- Customer first principle
- Put unconventional products on the market on time
- Strengthen manufacturing process based on high quality and low cost
- Arrange lively work environment



Corporate slogan
Excite and inspire

Robotic Solutions

Division Tactics

『FUJI brand 30』 ~Stay market leader ~

Environment

Macroeconomic Trends

Japan: Economy has increased steady.

World: US economy has been picking up due to improve company's positive actions. The economy of Europe recovered gradually. China kept boom year addition to company's investment will accurate.

<Market size>

FYE March of 2018 Approx.310 billion yen (1st half 160billion, 2nd half 150billion)

FYE March of 2019 forecast will be expected Approx.300 billion yen (1st half 160billion, 2nd half 140billion)

<Outlook>Investment for mounters to produce electronics in every field has remained unchanged.

Investment demand for electronics has increased steady due to improve world business confidence

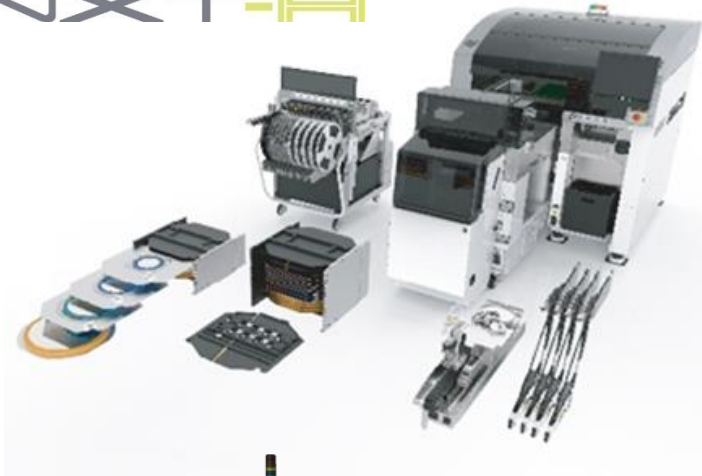
Investment for communication of infrastructure in order to conduct next-generation communication standard, it means 5G

Expanding utilization of IoT system and spread of cloud solutions

More electronics in cars (for fuel efficiency, safety, infomatics)

Robotic Solutions

NXT-III



NXT III
Fuji Scalable Placement Platform



AIMEX III
AIMEX III C



Scalable placement platform



Assembly robot

Nexim



System for production processes

Smart FAB



Concept of Smart Factory



Analyzing and monitoring of whole production line

Automatic warehouse



• Analyzing and monitoring of whole production line, quality, operation situation



Feedback controlling for screen

Performing changeover whole production line automatically

Feedback controlling for moulder

Strengthen coordination with external machines

Expanding FUJI SMT network



Association with each machine through production system making for high productivity and quality

Expansion of Okazaki factory which produces mainly chip mounter, printer and so on.

Final drawing and outline



Name of new building :
The third factory

The finished date :
March 30, 2018

The start-up date :
March 31, 2018

The floor space :
5,994 m²

The site area :
10,585 m²

Renewed

Overseas subsidiary ~Europe~

FUJI EUROPE CORPORATION GmbH

The change of company's name and moving of base



The start-up date : April 1, 2018

The floor space : 3,390 m²
(Previous office space : 2,000 m²)

The site area : 10,600 m²

Machine Tools

Division
Strategy

『Pursuit profit thoroughly』

Environment

According to the Japan Machine Tool Builders' Association's (JMTBA) forecast, Japan and world economy have increased steady for investments.

<Target>Orders of CY2018 is 1 trillion and 700 billion.

<Result>Orders of CY2017 is approx.1 trillion and 645 billion.

Division Tactics

Build up ecosystem through using 3 inner-fields (sales department, R&D department, production department) and 3 bases(Japan factory, 2 China branch offices) effectively

Sales

Expand sales for whole division and overcome the weak area in sales field

Development

Make R&D for machines interlocked with sales strategy
R&D for machines based on other new field's demand

Production

Improve way of thinking for production
Short delivery term and lead time

Machine Tools



CSD300

Front facing twin spindle lathe



TN400R

Horizontal CNC lathe



DLFN

Modular production equipment

Expansion of Toyota factory which produces mainly machine tools, various parts of chip mounter, printer and so on.

Final drawing

The floor space : 23,000m²



Expand new various fields

Public
stocker
system



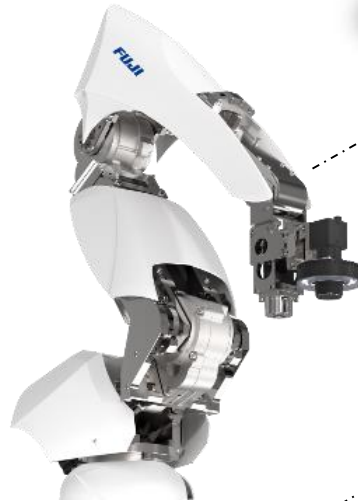
Mobility
support
robot



Miniature factory



Compact
multijoint
robot



High accuracy
& productivity

Plasma device

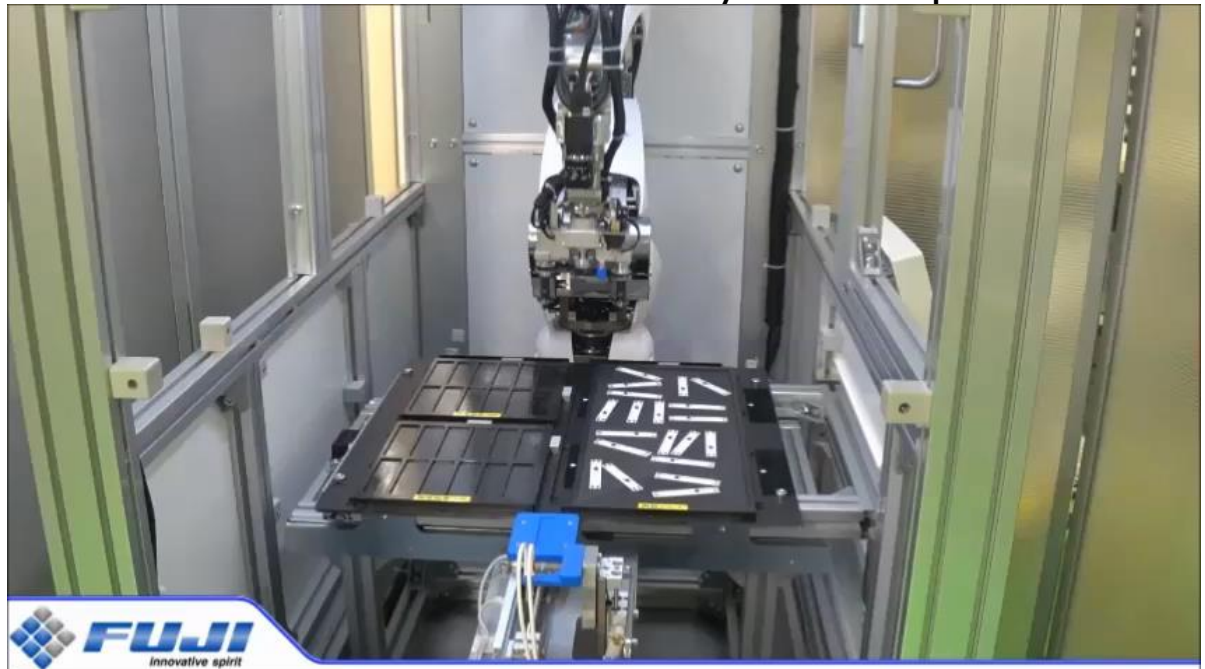


High accuracy and
productivity, low
impact

SmartWing

Compact Multijoint Robot which can be set up in narrow adjacent space

- No teaching action is needed: SW doesn't require teaching with physical guidance, and SW secures the absolute positional accuracy.
- Easy to create for multi production lines: Automatic changeover capability by reading 2D code is included as standard. Creating production jobs for every and each type is easy.
- Smoothly set up in case of changing places: the automated operation performed by robots in a test line at the mother factory can be performed at other factories as it is.



Mobility support robot **Hug** new model has released

Mobility support robot 「Hug L1」 for home care



- Concept Put robotic caring support into practice for anyone anytime and easily
- Sales style Rental (possible to buy)
- Differences with mobility support robot「Hug T1」 for nursing facility
 - ① To adapt home caring environment by weight reduction and compact size
 - ② To offer good price for selling
 - ③ To operate so easy with only 2 buttons for simple action like standing up and sitting down
- Last exhibition April 19~21, 2018
Barrier Free2018 in Osaka

Education facility 「teracoya THANK」



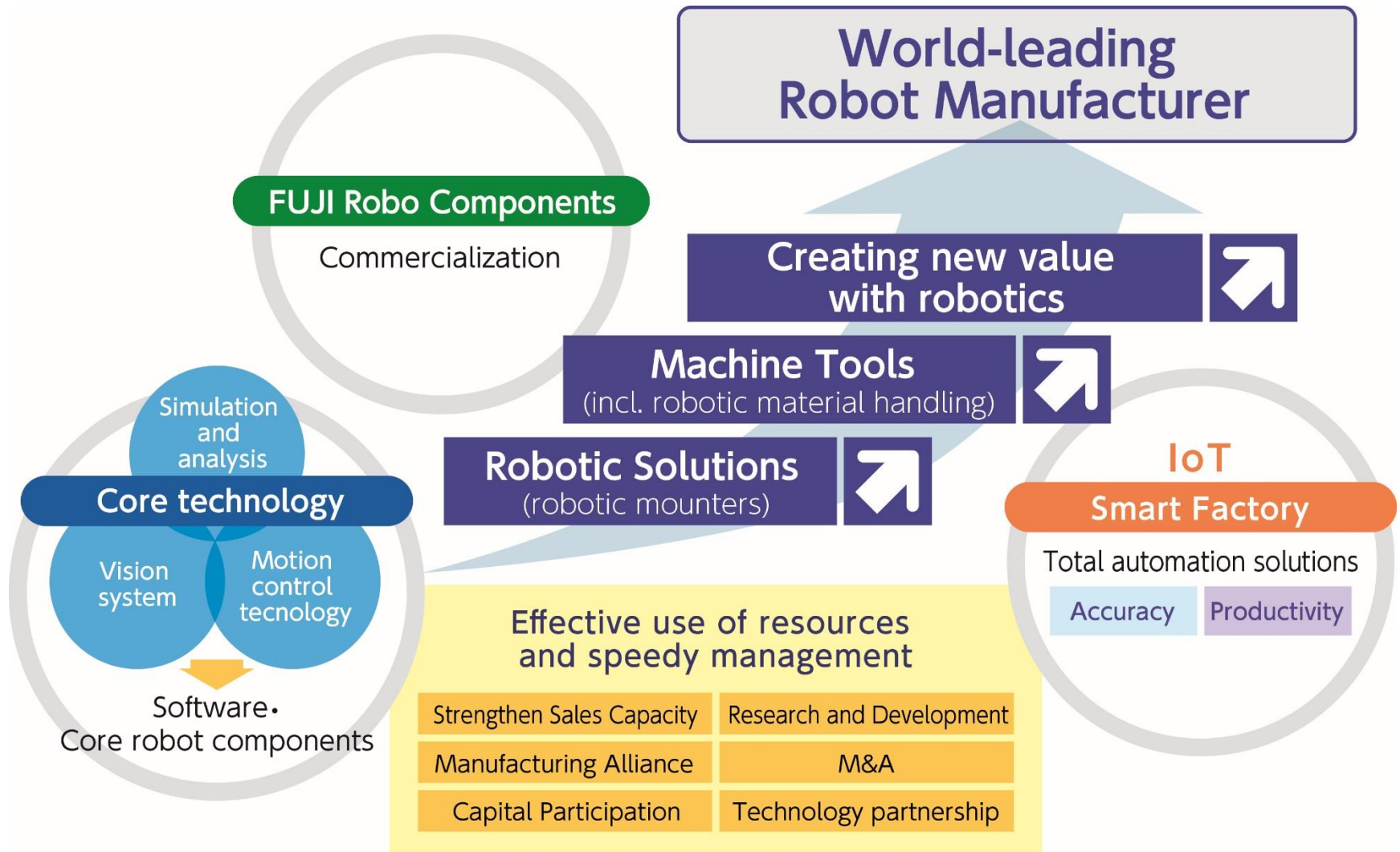
『 2 0 1 7 good design award 』



◎ **Development of global human resources
and physical science resources**

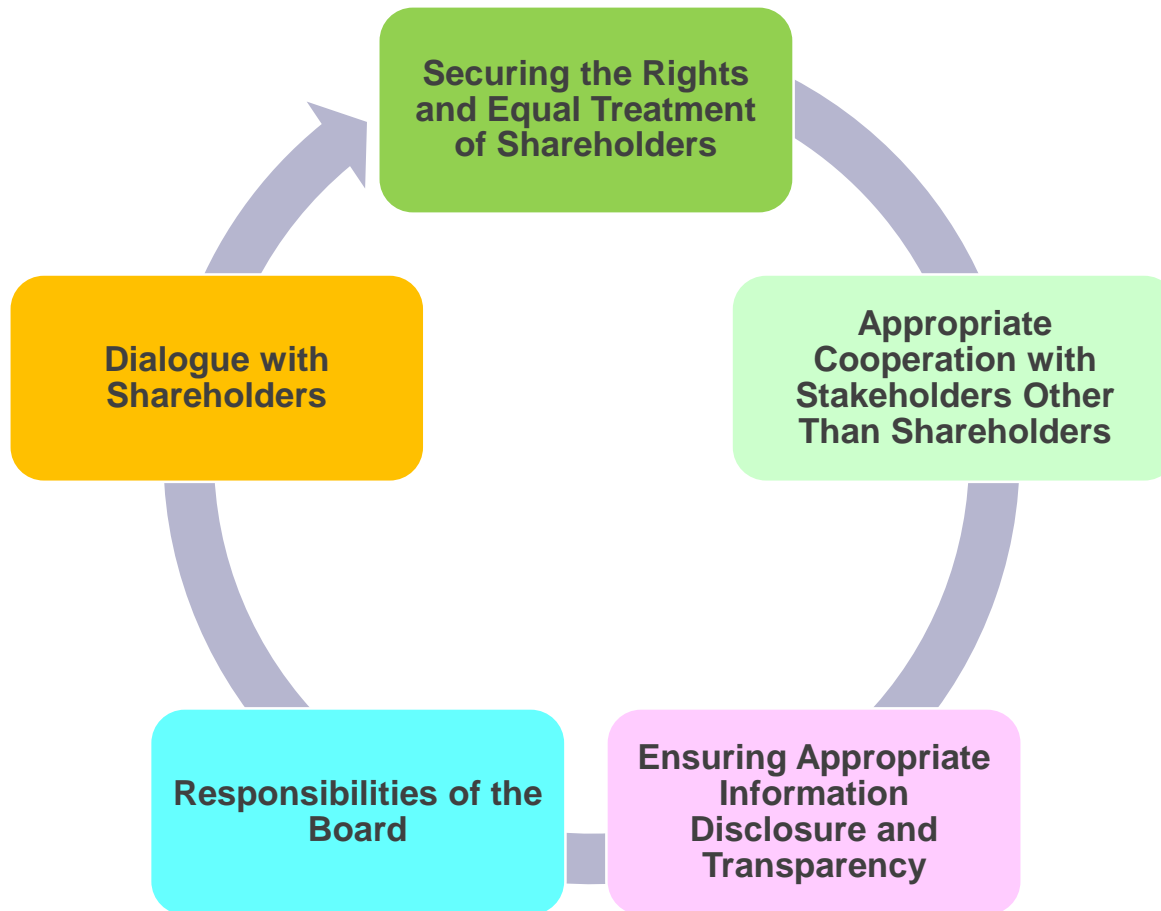
- To take care children for 2hours and 30minutes
- Starting to set up for programming program
in curriculum since April

The Growth Strategy



Corporate Governance Code

FUJI is improving corporate value based on Corporate Governance Code.



- 1. Securing the rights and equal treatment of shareholders**
 - Information disclosed in English
 - Electric disclosure of notice calling a general shareholders meeting beforehand
- 2. Appropriate cooperation with stakeholders other than shareholders**
 - Ensure diversity including empowering female employees
 - Establish bonds with suppliers and local communities
 - Ensure a lively working environment
- 3. Ensuring appropriate information disclosure and transparency**
 - Disclose information by corporate governance reports
 - Disclose information on website in an appropriate and timely manner
- 4. Responsibilities of the board**
 - Timely decision making by the board and quick management and clear responsibilities by executive officers
 - Independent outside directors play active roles
- 5. Dialogue with shareholders**
 - Regular IR/SR meetings



FUJI robots lead the way